

REQUEST FOR PROPOSAL (RFP) JGM 2-22 QUESTIONS AND ANSWERS

- 1. Entity: My company has been established for one (1) year, but I have over twenty (20) years' experience with commercial real estate and State of Maryland transactions. With these credentials may the three (3) year Longevity of Entity requirement be waived?**

There will not be any waivers to PART III –Offeror's Qualifications. Section 3.1.2 Longevity of Entity does address that a legal entity be continuously providing real estate settlement and title insurance services during the most recent three (3) year period or demonstrate that the personnel who are primarily responsible for the services provided under the contract have sufficient experience providing real estate settlement and title insurance service during the most recent three (3) year period. The entity must employ two or more persons of which at least one is admitted to practice law before the highest court of Maryland.

- 2. In reviewing Part IV 4.2, how should the responses be formed/framed?**

The Offeror should respond with precise detailed descriptions of the company's transactional process: how difficulties were recognized and resolved to achieve its outcome.

- 3. With the knowledge that there is no guarantee of work and multiple contracts awards are you able to share what the total annual order volume for title services in the Northern and Western Regions were for 2019 and 2020?**

The total volume of ordered title searches for these specific regions were: 2019: Northern 21 and Western 14; 2020: Northern 22 and Western 15.

- 4. How many contractors do you anticipate to award for this RFP?**

The Office of Real Estate does not work up an "anticipation award" calculation. The process works with whatever number of participants received. There is a pre-evaluation process to ensure that a proposal actually meets the required qualifications in order to be moved forward for evaluation.

- 5. Will the Office of Real Estate provide parcel number or legal descriptions on title search requests for property types such as vacant land, agricultural land and commercial real estate?**

When requesting a title search, the Office of Real Estate will provide helpful data, such as land records recordation information, Assessment and Taxation information and possible plat data. Please note that there may be situations whereby the abstractor will have to deeply and extensively investigate a property to complete a search. A company's aligning itself with well experienced Abstractors may prove to be beneficial.

- 6. Will the abstractors we work with be subject to the same three (3) year entity requirement?**

Our contracts do not have a sub-contractor component. However, an association with a well-established and varied experienced abstractor would be valuable. There are times when extensive searches are required to go back over a hundred years and the Western Maryland searches require experience with subsurface mineral rights searches.